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SBA's Monthly News Update

-Serving Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming-

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office
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Regional Administrator's Update by Elton "Mick" Ringsak

President Bush lays out his agenda for aiding small business. When President Bush spoke at the national Small Business Week conference in Washington DC, he touted the strength of the economy, the importance of small business in that economy, and outlined his agenda for small business growth. Early in his remarks, after reviewing recent strong economic indicators, Bush said, "It's really important for our country to understand this fact: Small businesses are vital for our workers. Small businesses create two out of every three new jobs and they account for nearly half of the country's overall employment. Think about that. Two out of every three new jobs are created by

the entrepreneur. That's why it makes sense to have the small business at the cornerstone of a pro-growth economic policy." He then laid out his agenda for aiding small businesses: **Tax Cuts**. President Bush called on Congress to make his tax cuts permanent, particularly the estate tax, saying, "We passed something else that I think makes a lot of sense for the small-business owner and the farmer and the rancher, is that we put the death tax on the way to extinction." **Health Savings Accounts**. The President presented Health Savings Accounts as one way for small businesses to provide medical coverage for their owners and employees. Bush said, "I believe strongly in what's called health savings accounts. And I think it's very important for the small-business owners to pay attention to the benefits of a health savings account for your particular company." **Small Business Administration**. The President said, "The Small Business Administration is working hard to make it easier for people to start up companies. We understand that sometimes people have got a good idea, but they're not sure how to get something started. They're a little worried about the start-up. And so we've doubled the number of small-business loans out of the SBA since I came to office. And we've increased the number of loans to minority entrepreneurs by 175 percent. ... Another important fact is we've lowered the cost of running the SBA by more than 20 percent, and so we've increased the amount of our loans to the entrepreneurs by 80 percent. By reducing the cost of granting a loan, it makes the loan less expensive for you." **Free Trade**. Bush touted his efforts in promoting free trade agreements as a particular boon to small businesses, saying that they lack the staffing available to larger countries to navigate trade relations with nations that have restrictive trade barriers.



"In Your Corner" by Jim Henderson, Small Business Advocate

Advocacy Saves Small Business \$6.6 Billion. The Office of Advocacy, the "small business watchdog" of the government, saved small business over \$6.6 billion in fiscal year 2005. By working with federal agencies to implement the Regulatory Flexibility Act (RFA), Advocacy ensured the voice of small business was heard in the regulatory process. That effort resulted in rules which met their regulatory goals while at the same time lessening the burden on small business compared with the original proposals. "The Office of Advocacy is proud to live up to its reputation as a fighter for American

small business," said Chief Counsel for Advocacy Thomas M. Sullivan. "When the voice of small business is heard in the regulatory process better decisions are made and better rules are written. By working closely with small business owners, their representatives, and with federal agencies our staff showed that one-size-fits-all rules are not the best solution. Our cost savings show that many times original proposed rules can impose unintended costs on America's innovative, job-creating small businesses." The \$6.6 billion in foregone regulatory cost savings by small business are outlined in Advocacy's Report on the Regulatory Flexibility Act, FY 2005. Regulatory cost savings include: \$3.5 billion initially and \$711 million annually on FCC's fax advertising rule; \$2.68 billion in the first year for report extensions requiring businesses that raise funds from public investors to report on internal controls and audit procedures as required by the Sarbanes-Oxley Act of 2002; \$200 million in the first year and \$200 million annually for the hours of service of truckers rule; \$74 million over a ten-year period and an annualized cost savings of \$10.5 million for the cooling water intake rule. The report also highlights other Advocacy accomplishments in RFA compliance and compliance with President Bush's Executive Order 13272, which mandates additional agency actions to limit the impact of proposed rules on small business. These accomplishments include: An additional \$966 million in annual recurring savings for small entities; Training 21 agencies on how to comply with the RFA and EO 13272; Two dozen comment letters submitted to agencies by Advocacy, outlining how compliance with the RFA would result in better rules and reduce burdens on small business. For copies, go to www.sba.gov/advo .

District Office Reports: Your SBA Event Planner

Colorado -- – Financing Your Small Business Workshop to be held Thursday, May 18th in Denver. This workshop is a "must attend" event for entrepreneurs needing capital to start, grow or expand their business. Participants will learn about SBA's various finance programs, learn the basics on how these programs work, give tips on how to prepare for the loan application interview, and find lenders in their area that can finance their dream business. The class is FREE, and will be held at the SBA's Colorado District Office, 721 19th Street, Suite 426, Denver, CO 80202. You must pre-register for the class by calling the SBA registration line at 303-844-2607 X 401.

Montana – Rocky Mountain Regional Veterans Conference to be held in Missoula.

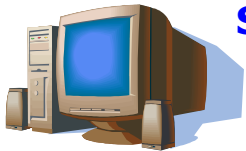
The Montana Procurement Technical Assistance Centers (MT PTAC), and other co-hosts, are sponsoring a Rocky Mountain Regional Veterans Conference on Friday, May 19th and Saturday, May 20th in Missoula, MT. at the Holiday Inn Parkside Hotel. It will be open to all State and Federal Agencies, Contracting Officers, Program Managers, Prime Contractors, Sub-contractors, Veterans, Veteran Owned Businesses, Service Disabled Veteran Owned Businesses, and any other business which may have an interest in teaming with, or

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performing government based contract services for, Veteran Owned Businesses. Our target is to inform and educate this very specific group of businesses and the professional teams working with them on contracting with the government. General and break-out sessions will be offered as well as small-group and one-on-one counseling for businesses requiring discrete and private sessions. Exhibitors are also encouraged to attend. For more information, go to <http://www.ectag.org/vetsconference>.

North Dakota – SBDC to host its "Job Service 101 - The Best Kept Secrets" workshop on May 23rd in Fargo.

This free workshop will be held from 3:00pm - 5:00pm CT at Job Services, 1350 South 32nd Street SW, Fargo, ND. Kriss Burns, from Job Service of North Dakota, will review the jobsnd.com website, demonstrate where and how to find Labor Market Information. Kriss will tell you how to reduce company training costs by utilizing available programs such as ND New Jobs, Workforce 202, and the Workforce Investment Act. You will also learn some tips on how to save money on unemployment insurance. For more information, contact the SBDC at (701)235-1495.



South Dakota -- The SBA, the National Institute of Standards and Technology and the FBI to sponsor a Computer Security Workshop for Small Organizations.

This workshop will assist the small business owner in recognizing the threat of computer crime and the steps to take in deterring inappropriate activities and becoming a victim. The workshop will be held in Sioux Falls on Wednesday, June 7, 2006, at the South Dakota Technology Business Center, 2329 N. Career Avenue. There will be two sessions, the first one is scheduled from 8:00 a.m. to 12:00 p.m. and the second will begin at 1:00 p.m. to 5:00 p.m. The workshop is free. For additional information and to register, contact the SBA's Jean Rogers at jean.rogers@sba.gov, or (605) 330-4243.

Utah – SBA Match Making Event to be held Wednesday, May 17th in Salt Lake City.

If you are interested in doing business with the government, this Match Maker event is a must. This event is free to the public and you will have opportunities to meet with buyers from large business and government agencies. Michael R. Vowles, who is with the Leavitt Group, will provide surety bond training. Participants include the US Forest Service, Utah Transit Authority, University of Utah, Tooele Army Depot, Salt Lake Airport Authority, Hill Air Force Base, GSA, USDA, and the Utah Supplier Development Council. This event will be held at the Utah State Library, 250 North 1950 West, in Salt Lake City. It will be held from 9:00 am to 12:00 pm. Call the SBA's Georgia Yoshida at 801-524-3217 for more information.



Wyoming – Outreach to veterans! The Wyoming District Office Veterans Affairs Officer, Dave Denke, will give a 30-minute presentation to attendees at the Transitional Assistance Program (TAP) at F. E. Warren Air Force Base in Cheyenne, WY on May 18, 2006. He will be talking about SBA's programs and services. There will be approximately 30 attendees. For more information please contact SBA's Dave Denke at (307) 261-6523 or email him at david.denke@sba.gov.

If you have any questions about Newsline Eight or would like your name removed from the Newsline VIII Fax list, contact Chris Chavez at (303) 844-0501 or christopher.chavez@sba.gov

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